



## **IMPORTANT NOTICE**

You must read the following before continuing. The following applies to this presentation, any oral presentation of this document made by GomSpace Group AB (the "Company") or any person on behalf of the Company, and any question-and-answer session that follow such oral presentation (the "Presentation"). By attending a meeting where the Presentation is presented or by reading the Presentation, you agree to be bound by the following terms and conditions.

The Presentation is strictly confidential and may not be reproduced, or redistributed in whole or in part, to any other person unless the Company has consented thereto in writing. If the Presentation has been received in error it must be returned immediately to the Company.

This Presentation does not constitute a prospectus or an offer or invitation to subscribe for, or purchase, any shares or other securities of the Company and this Presentation shall not form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. Should the Company pursue the contemplated preferential rights issue to the general public in Sweden and Denmark (the "Offering"), any such Offering will be made by means of a prospectus approved and registered with the Swedish Financial Supervisory Authority (Sw. Finansinspektionen) in accordance with Chapter 2, Sections 25 and 26 of the Swedish Financial Instruments Trading Act. Any subscription or acquisition of shares or other securities in the Offering should be made solely on the basis of the information contained in such prospectus, and no reliance is to be placed on any representations other than those contained in such prospectus.

The Presentation is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. Specifically, the Presentation is not for publication, release or distribution in the United States, Australia, Canada, Hong Kong, Japan, New Zealand, Singapore, South Africa or Switzerland or any other jurisdiction where such publication, release or distribution would be unlawful or require registration or other measures. The securities in the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or with any securities regulatory authority of any state of the United States, and may not be offered or sold within the United States unless the securities of the Company are registered under the Securities Act or pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with any applicable state securities laws of the United States. Any person distributing this communication must satisfy themselves that it is lawful to do so.

The Presentation may constitute forward-looking statements. Forward-looking statements are statements that are not historical facts and may be identified by words such as "believe", "expect", "anticipate", "intends", "estimate", "will", "may", "continue", "should" and similar expressions. The forward-looking statements in the Presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions. Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control. Such risks, uncertainties, contingencies and other important factors could cause actual events to differ materially from the expectations expressed or implied in the Presentation by such forward-looking statements. The information, opinions and forward-looking statements contained in the Presentation speak only as at its date, and are subject to change without notice. Please refer to section "Risk factors" in the forthcoming prospectus for a description of specific risk factors associated with the Company and its shares.

No representation or warranty (expressed or implied) is made as to, and no reliance should be placed on, the fairness, accuracy or completeness of the information contained in the Presentation. Accordingly, none of the Company, or any of its principal shareholders or subsidiary undertakings or any of such person's officers, employees or advisors, including Danske Bank A/S ("Danske Bank"), accepts any liability (in negligence or otherwise) for any loss whatsoever arising directly or indirectly from the use of this Presentation. Danske Bank is acting as financial adviser to the Company in connection with the contemplated Offering and is not acting as adviser to any recipient of Presentation and will not be responsible to any recipient of the Presentation for providing the protections afforded to its clients. Danske Bank and/or its employees may hold shares, bonds or other securities of the Company and may, as principal or agent, buy or sell such securities. Danske Bank and/or its employees may have other financial interests in transactions involving these securities.

The Presentation, including but not limited to forward-looking statements, applies only as of the date of this document and is not intended to give any assurances as to future results. The Company expressly disclaims any obligation or undertaking to disseminate any updates or revisions to the Presentation, including any financial data or forward-looking statements, and will not publicly release any revisions it may make to the Presentation that may result from any change in the Company's expectations, any change in events, conditions or circumstances on which the Presentation and forward-looking statements are based, or other events or circumstances arising after the date of this document. Market data used in the Presentation not attributed to a specific source are estimates of the Company and have not been independently verified.

Some of the information set out in the Presentation is still in draft form and has not been verified. In particular, some of the financial information included in this Presentation has not been audited and is therefore subject to change. In general, the information set out in the Presentation is subject to updating, completion, revision, verification and amendment, and such information may change materially.

Certain financial and other numerical information presented in this Presentation have been subject to rounding adjustments for the purpose of making this Presentation more easily accessible for the reader. As a result, the figures in tables may not sum up to the stated totals.



### MANAGEMENT TEAM AND BOARD OF DIRECTORS

#### Senior management team

- + 20 years of experience in the defense and security business at executive and non-executive level
- Experienced at leading fast growth companies
- Chairman until 2014
- Engineering and commercial education; MSc at Aalborg University, MSc at Imperial College and Master in Management at London Business School



NIELS BUUS CEO



TROELS NØRMØLLE CFO

- + 10 years of experience in accounting
- Experience from EY, PwC and interim financial manager in a public listed company, Aalborg Boldklub
- Financial management and accounting education at Aalborg University

#### **Board of directors**



JUKKA PERTOLA Chairman



JESPER JESPERSEN
Vice Chairman



STEEN LORENZ JOHAN HANSEN Board member



LARS K. ALMINDE



MORTEN JEPPESEN CTO



PETER WORSØE CMO



**HENRIK SCHIBLER** Board member

Highly qualified management team and board of directors with many years of experience within the industry

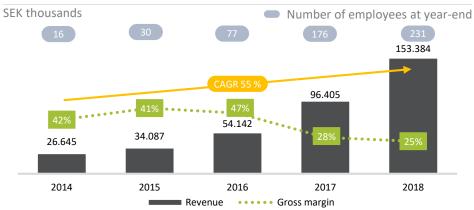


## **GOMSPACE AT A GLANCE**

#### History and status

- GomSpace was founded in 2007 and is headquartered in Aalborg
- Provides nanosatellites with a proven capability and world class radio technology capability, based on research at Aalborg University
- GomSpace operates in Sweden, US, Singapore and Luxembourg and has customers in more than 50 countries
- The Company has been commercial from start and has participated in more than
   50 satellite missions
- Approximately 175 employees
- Listed on Nasdag First North Premier in Stockholm since 16 June 2016 ("GOMX")

### **Financial development**



#### **Key highlights**

radio
technology
developer

World class
radio technology

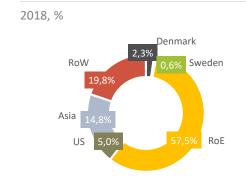
Flawless
flight heritage

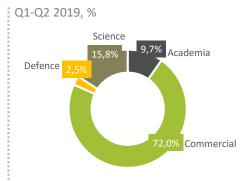
Proven, flawless
nanosat
capability

#1
Nanosatellite
to ESA

First to deliver to
European Space
Agency

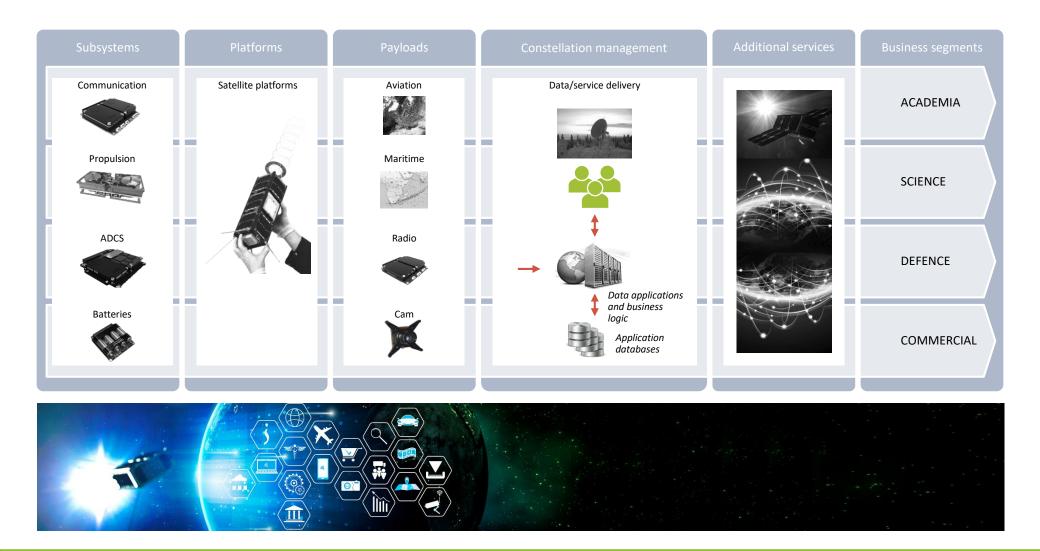
### Revenue per geographical region and business segment







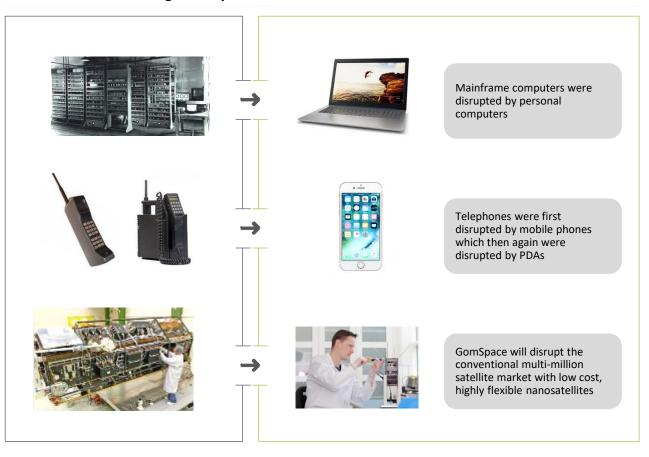
## **BUSINESS MODEL**





## DISRUPTING THE CONVENTIONAL SATELLITE BUSINESS

### Nanosatellites are having a disruptive effect on the satellite market



### Key drivers for the nanosatellite market

Technological development within:

- processing power and solar array efficiency
- software and data storage
- camera, compression and radio technology

Cost effectiveness while still being able to complete complex tasks

Short lifetime compared to traditional satellites

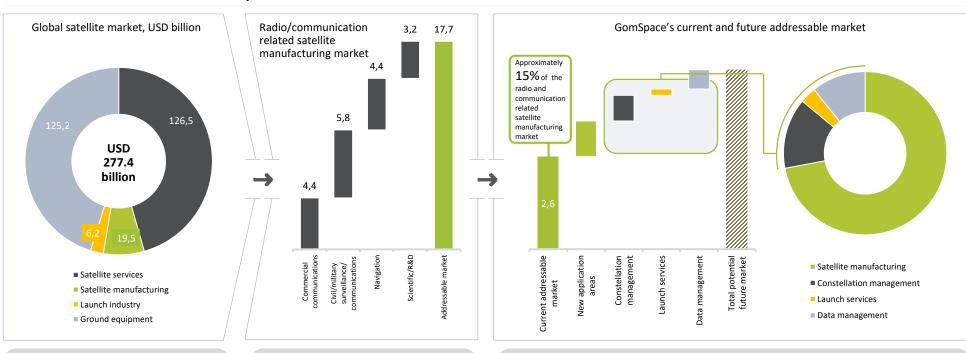
New areas of applications continuously developing

Source: Company information, Nanosats.eu



## POTENTIAL NANOSATELLITE MARKET

#### Potential addressable market development



- The global satellite market, accounted to USD 277.4 billion as of 2018, of which the satellite manufacturing market accounted for USD 19.5 billion
- Of the total satellite manufacturing market, radio and communication services amounted to an estimate of USD 17.7 billion
- ✓ GomSpace estimates their current addressable market size to USD 2.6 billion
- ✓ As nanosatellites disrupt the traditional satellite market, new areas of applications for GomSpace's technology is constantly developing
- ✓ As the potentials in the market are growing substantially, additional services will add to the future market potential for GomSpace within for example:
- Constellation management
- Data management

Source: 2019 State of the Satellite Industry Report, company analysis



# **COMPETITIVE LANDSCAPE**

Company	Country	Business	Competitive advantage	Geographical reach
<u>ISIS</u>		<ul> <li>Small satellite systems</li> <li>Services related to research and development, testing and launch services</li> <li>Broker for launches</li> </ul>	<ul> <li>Application of space systems engineering in combination with a profound experience in radiofrequency systems</li> <li>Strong focus on R&amp;D</li> </ul>	
© L Y D E S P A C 自 (AAC Microtec		<ul> <li>Standardized nanosatellite sub-systems</li> <li>Tailored sub-systems for nanosatellites</li> <li>Services across the whole value chain, from design to launch</li> </ul>	<ul> <li>Has devised on several strategic developments in order to facilitate the delivery of high-tech satellite solutions to various end users</li> <li>Broad product and service offering</li> </ul>	
Tyvak  Tyvak		<ul> <li>Development of cubesatellite sub-systems</li> <li>Consulting services for mission and vehicle design</li> <li>Launch integration services</li> </ul>	<ul> <li>Was selected by NASA for its Small Spacecraft technology program in 2016</li> <li>Has a strong foothold and recognition in the industry</li> </ul>	
BLUE CANYON TECHNOLOGIES		<ul> <li>Sub-systems for cubesatellites such as attitude control systems, reaction wheels, star trackers and power systems</li> <li>Satellite constellations</li> </ul>	Specialized sub-system knowledge	

Source: company information, BIS research – Global CubeSat Market



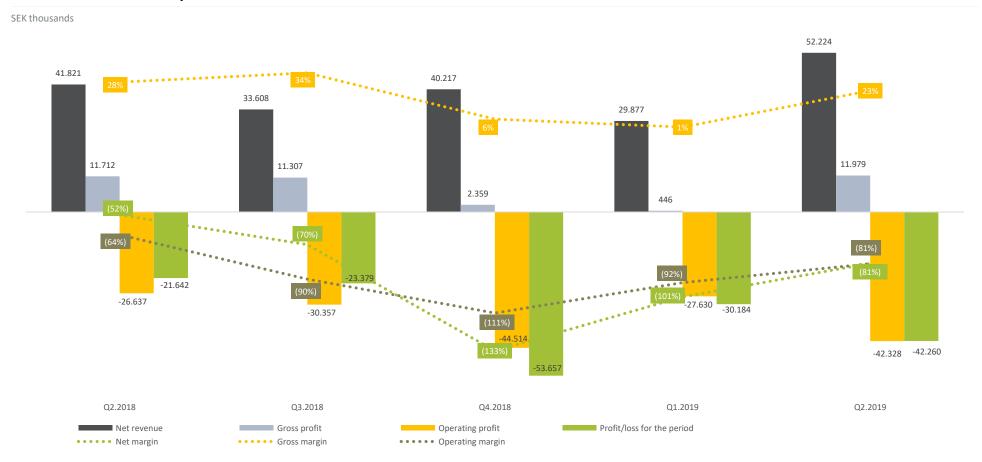
## **CUSTOMER CASE STUDIES**

		Customer segment	Geographical involvement	Project description	Mission objectives
SEAM - 2017	SEAM	Academia	<b>•</b> 0 <b>•</b>	<ul> <li>Collaboration with companies led by the Royal Institute of Technology and the Swedish astronaut Christer Fuglesang</li> <li>Electromagnetically clean satellite</li> </ul>	To jointly develop a nanosatellite platform for advanced scientific missions
AISTECH - 2017	AISTECH	Commercial		GomSpace supplies platforms, subsystems and some payloads for 100 nanosatellite platforms	Bidirectional communication for asset tracking, space imaging and aviation tracking and surveillance
BRO-1 – 2017	unseenlabs	Commercial	00	<ul> <li>A disruptive spectrum monitoring system based on nanosatellites</li> <li>A future constellation using advanced spectrum monitoring dedicated to a disruptive maritime surveillance service</li> </ul>	To supply spectrum monitoring services from low Earth orbit
Aerial & Maritime Ltd. - 2016	AERIAL MARITIME	Commercial	<b>₹</b>	<ul> <li>GomSpace owned JV with offices in Mauritius, Ghana and Denmark</li> <li>Constellation of 8 satellites to be launched into equatorial orbit</li> <li>Plans of making a constellation of 80 to 100 satellites</li> </ul>	Monitoring civilian aircrafts and vessels globally based on reception of ADS-B and AIS-signals, respectively
Kleos Space - 2018		Commercial		<ul> <li>Kleos aims to guard borders, protect assets and save lives by delivering global activity based intelligence &amp; geolocation as a service</li> </ul>	Full constellation delivering near-real- time global observation
NEO - 2018	© <b>@Sa</b>	Scientific	000	Advanced study initiated by ESA Science Directorate that has never worked with nanosat technology before	Assess existing platform technology usability to supporting future deep space missions
GOMX-4A & GOMX-4B 2018	Enroyani Spais Agency	Defence	<b>0</b>	<ul> <li>Next generation satellites that are optimally designed for covering large areas as they can fly in tandem formation</li> <li>Include surveillance of the Artic area</li> </ul>	To demonstrate interlink communication on nanosatellite tandem formation flights and data retrieval



# FINANCIAL PERFORMANCE (1/3)

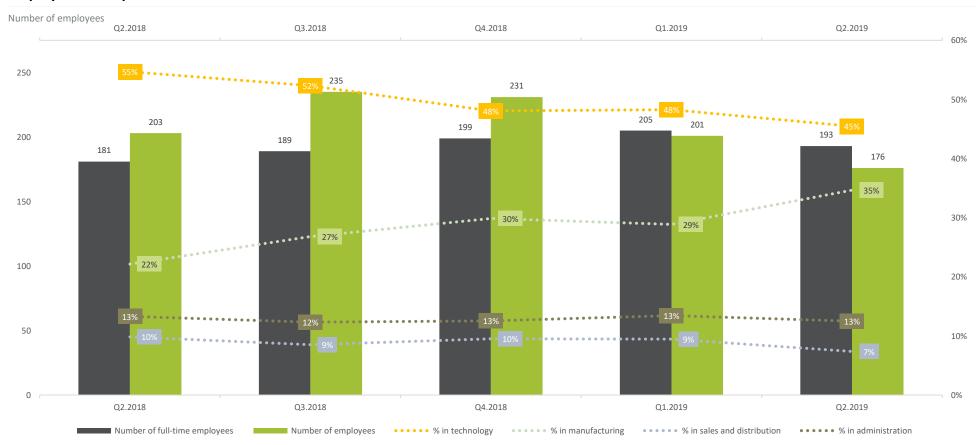
### Income statement development - Q2 2018 - Q2 2019





# FINANCIAL PERFORMANCE (2/3)

### Employee development - Q2 2018 - Q2 2019

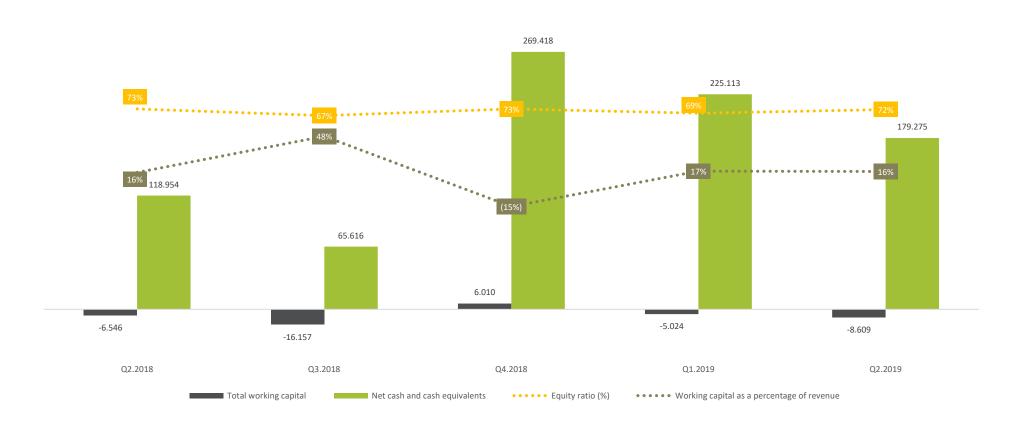




# FINANCIAL PERFORMANCE (3/3)

### Working capital and cash evolution - Q2 2018 - Q2 2019

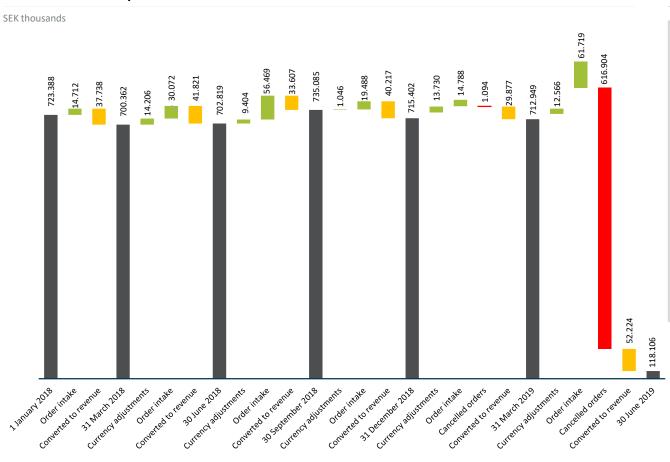
SEK thousands





## ORDER BOOK

### Order book development Q1 2018 - Q2 2019



#### **Comments**

- As at 30 June 2019, the order book amounted to SEK 118 million which gives GomSpace significant room for further growth. Sky and Space Global has been removed from the order book
- GomSpace expects to convert between SEK 63-73 million of the order backlog into revenue
- Furthermore, GomSpace has a strong sales pipeline in which they can identify 500-700 satellites among current customers
- Main restriction for order execution is the pace of which customers are able to fund their orders





# FINANCIAL KPI GOALS

### **KPI** goals

**Dividend policy** 

No dividend in the short to medium term

Medium term

>50% gross margin

Medium term

>SEK 1.5 billion

in sales

Long term

SEK million	2013	2014	2015	2016	2017	2018	2019 LTM
Turnover	9.7	26.6	34.1	54.1	96.4	153.4	155.9
Gross margin	38%	41%	50%	47%	28%	25%	17%
Number of employees	8	16	30	77	176	231	176
Profit before tax	0.0	1.6	(3.1)	5.5	(66.5)	(122.8)	(152.7)



